

THE COMMERCIAL WORLD

Buyers in the City.

Buyers may register in this column when ready to look at merchandise. Call 2229 Beckenham and ask for COMMERCIAL DEPARTMENT.

Coats and Hoods.

NORFOLK—Tashis & Leep, L. Leep, Al-
BERT ST.—Frederick & Nelson, Mr. John,
145 Fourth av.

SOUTH HEND—Johnson-Durrell Co., Miss
L. B. Covert (over) York.

Waists.

CLEVELAND—Cleveland Shirwais and
Muslin Underwear Co., H. E. Gordon,
Broadway Central.

SOUTHERN HEND—Johnson-Durrell Co., Miss
L. B. Covert (over) York.

Dresses.

CHICAGO—Sears, Roebuck & Co., R. G.
Rudolph (misses), 115 Fifth av.

BELLEVUE—John W. Nelson, Mr. John
Hutchinson, 449 Fourth av.

ST. PAUL—The Golden Rule, A. S. Kurz,
126 Broadway.

Millinery.

GATESVILLE—B. Laird Co., B. Laird,
Grand Square.

NORFOLK—Tashis & Leep, L. Leep, Al-
bert.

Nations.

SEATTLE—Frederick & Nelson Co., Mr.
Porter, 145 Fourth av.

Ready to Wear.

BOSTON—E. Gately Co., E. J. Gately,
Wallace.

LYNCHBURG—H. J. Miller & Co., B. K.
Merryman, 1150 Broadway.

MAVERICK—Miller Apparel Co., Miss
Weyker, 449 Fifth av.

WASHINGTON—Shorin & Greenberg, S.
Greenberg, York.

Underwear.

INDIANAPOLIS—L. H. Ayres & Co., Miss
M. J. Reid (muslin underwear), 229
Fifth av.

Infants' and Children's Wear.

SEATTLE—Frederick & Nelson, Miss Mc-
Cormick, 145 Fourth av.

ST. PAUL—The Golden Rule, L. Strauss
(infants' wear), 1261 Broadway.

Kimonos and House Dresses.

CHICAGO—Sears, Roebuck & Co., R. G.
Rudolph (house and bath).

INDIANAPOLIS—L. H. Ayres & Co., Miss
M. J. Reid, 229 Fifth av.

Shoes.

ALLENTON—Fare Bros. & Co., J. L.
Fare.

Men's and Boys' Furnishings.

INDIANAPOLIS—Grand Leader, F. B.
Levi, 127 Madison av.

MEMPHIS—Ryden Sample Company, J.
A. Ryden, Imperial.

Men's and Boys' Clothing.

PITTSBURGH—Corcoran, O'Brien & Tigue,
J. B. Corcoran, Bressler.

Hats and Caps.

ST. LOUIS—Shelton Panama Hat Com-
pany, R. Shelton, St. Andrew.

Silk Goods.

BOSTON—Silverside & Kahn, R. Solo-
mon, Albany.

TACOMA—Stone-Fisher Company, F. C.
Gandy, dress goods and silks, 1176
Broadway.

House Furnishing Goods.

READING—Schader & Kline, C. M.
Kline (furniture), Murray Hill.

SAN FRANCISCO—San Fran Furniture Com-
pany, F. J. Smith, Navarro.

UTICA—Williams & Williams, J. E. Will-
iams (furniture), Wallach.

Dry Goods.

BOSTON—G. Tilton & Co., C. B.
Hawkins, Bostwick.

CHICAGO—Madgen Bros., J. M. Kelly,
Bostwick.

General Merchandise.

BRISTOL—Farmer's Supply Union De-
partment Store, L. H. Nickels, Aberdeen.

LANSDORF—J. C. Bright Company, E. L.
Dunn, Grand.

ST. PAUL—The Golden Rule, B. Buck-
ingham, 1241 Broadway.

TACOMA—Stone-Fisher Company, W. J.
Fisher, 1176 Broadway.

Business Troubles.

WOOL MARKET'S TONE IMPROVES.

BOSTON, July 20.—The Commercial
Bullion will say to-morrow.

"There has been an improvement in
the tone of the market this week. De-
mand for territory wools of half blood
grade and higher has been good, with
prices firm on the basis prevalent during
the past fortnight. There has also been
some demand for medium to low wools
in the greases at full recent rates. Prices
in the West are fully firm in certain
sections."

The National Association of Wool
Manufacturers report total machinery
in operation on July 1 a little less than
at the beginning of June, but machinery
on war orders shows a decided in-
crease."

Big Call for Novelty Garments.

A feature of the retail demand this
week has been the call for novelty in
dress and sport apparel. Garments in
styles and colors accepted earlier in the
season are still running strong. Busi-
ness in all branches of women's wear
shows a steady demand, with silk
apparel leading.

During the last few days many re-
quests for immediate shipments of wash
garments have come forward, but little
or no business has resulted because of
the shortages of this class of wearing
apparel.

Spring Silks Show.

Certain large women's suit manu-
facturers are credited with placing con-
tracts for a good sized yardage of silks
for the 1918 season. While selling
agents are reluctant to admit that
forward business has been ac-
cepted, a well known mill is quietly
showing new season samples to some of
its large accounts.

Jobbers believe that most manu-
facturers of goods are holding back
their new lines pending further develop-
ment of the big store trade. The
rumor that is getting louder and
louder each day. One of the largest
producers of sheer silk fabrics is ex-
pected to open its new line the latter
part of this month.

Skirts Selling Freely.

Reports from prominent retailers
throughout the country are practically
unanimous in denouncing their separate
skirt departments as being in health
condition, with daily sales well above
the records of former seasons. Many
choice lots of skirts have been purchased
and distributed by local resident buyers,
and these have certainly been instru-
mental in stimulating business.

The trade continues forward daily for
silks, taffeta skirts in black, navy and
tan, and silk skirts in smart stripes
and plaids clearly show what quantities
of these numbers are selling.

Dry Goods Economicist's Review.

The Dry Goods Economicist in review-
ing the conditions in textile and allied
lines to-day will say:

"Interest of buyers in the market and
of manufacturers is centered upon the
efforts of garment manufacturers to
bring about the acceptance of net terms
of delivery instead of the discount terms
which have prevailed for a number of
years."

"The proposition of the manufacturers
is opposed by retailers on the ground
that the 12 cent in the terms of the sale
of a piece of goods should be made during
the continuance of a season."

"For example, the retailers point out
that considerable quantities of ready-to-
wear garments had been purchased at
established prices, less 10 per cent, in
the expectation that such terms would
prevail throughout the season."

Discount Fabric Prices.

The meeting of the Jobbers Associa-
tion of Dress Fabric Buyers held this
week afforded the first opportunity of
the season for large jobbers of woolens
and worsted dress goods to get together
and discuss trade prospects.

Silent points brought out in this
meeting were: First, that there is a
likelihood that present prices will be

maintained or will go still higher, and
second, that there is a general increase
in consumption as the result of high prices,
plus the uncertainties due to the war;
hence speculation in merchandise ex-
tremely unwise. At least one speaker
predicted an early ending of the war.
This in his opinion, would be followed
by only a brief period of readjustment
and then by a more prosperous period
ever.

Business Failures This Week.

H. G. Dun & Co., rec'd 266 busi-
ness failures during the week, against 256
last week, 221 the preceding week and
258 the corresponding week last year.
Failures in Canada number 18, against
17 last week, 14 the preceding week and
21 the week before.

Failure in the East.

On failure this week in the United
States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in the West.

On failure this week in the United
States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in the Pacific.

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States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in the South.

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States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in Canada.

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States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in Europe.

On failure this week in the United
States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in Australia.

On failure this week in the United
States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
week.

Failure in Japan.

On failure this week in the United
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South, 60 in the West and 38 in the
Pacific States. There were 91 reported
failures in Canada, 18, against 17 last
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Failure in Mexico.

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States, 91 went in the East, 77 in the
South, 60 in the West and 38 in the
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failures in Canada, 18, against 17 last
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Failure in South America.

On failure this week in the United
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South, 60 in the West and 38 in the
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Failure in South Africa.

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